

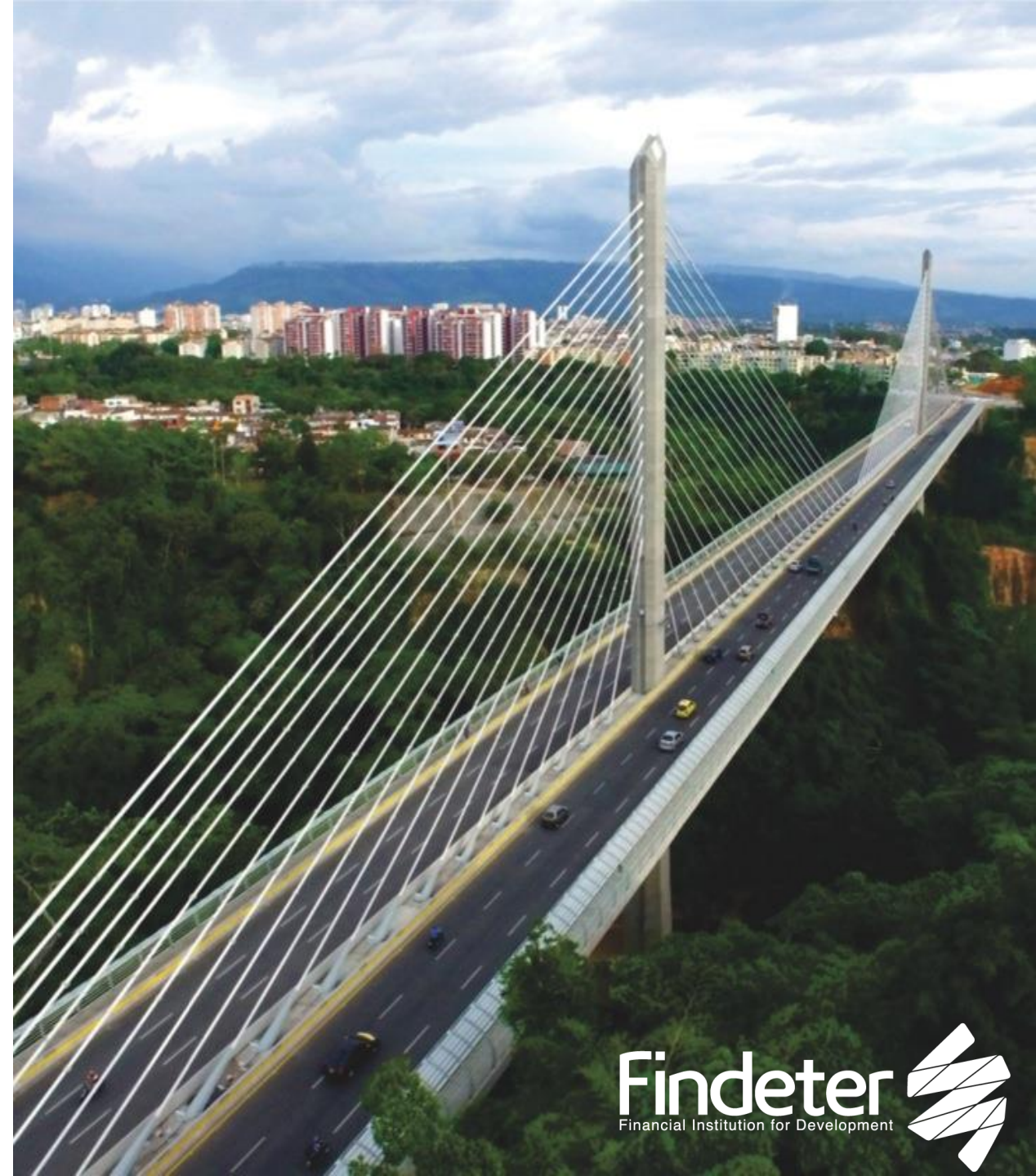
Findeter
Financial Institution for Development



FINANCIAL RESULTS 2Q-2018

CONTENT

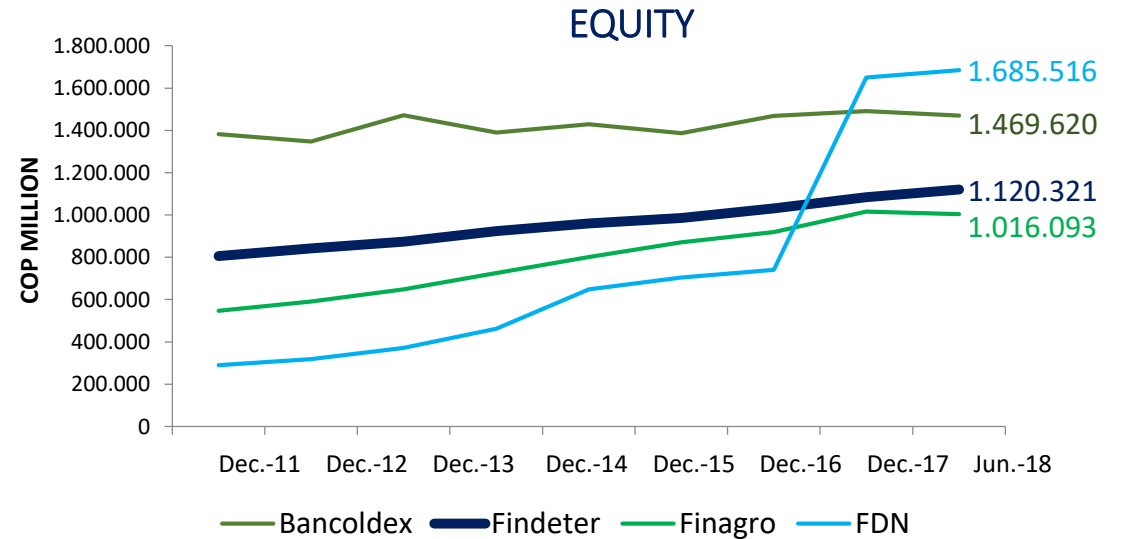
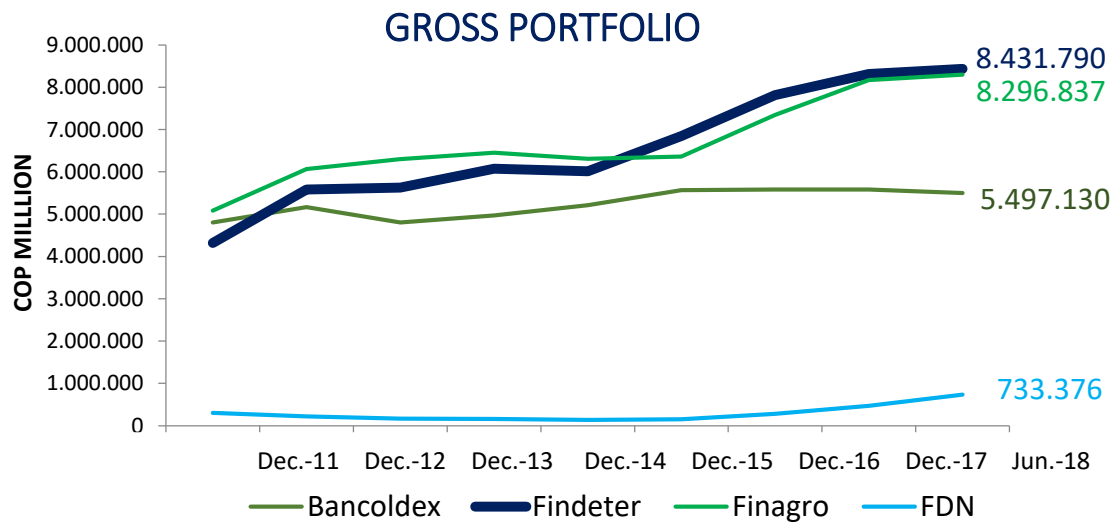
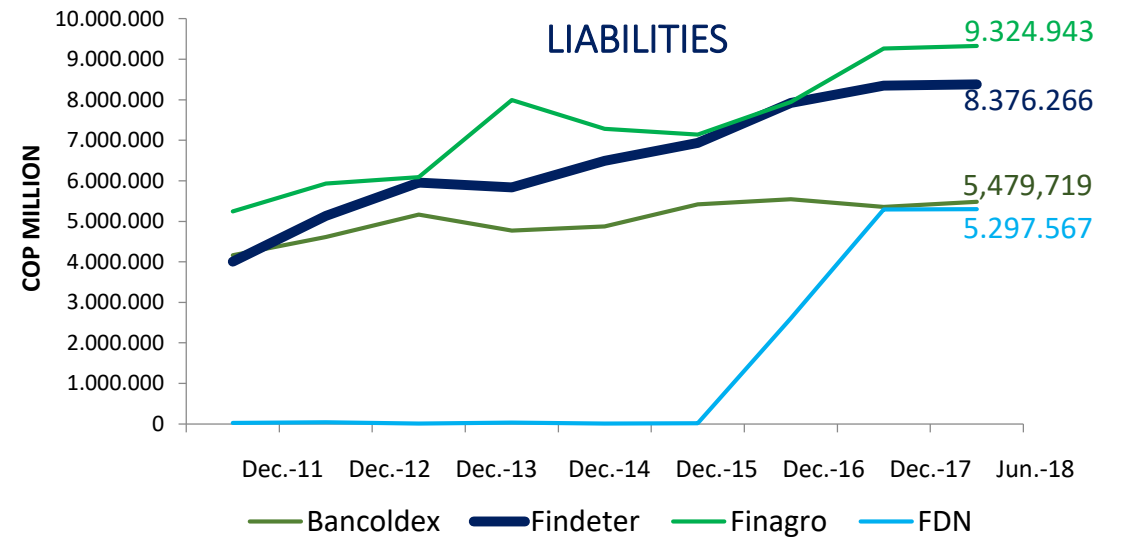
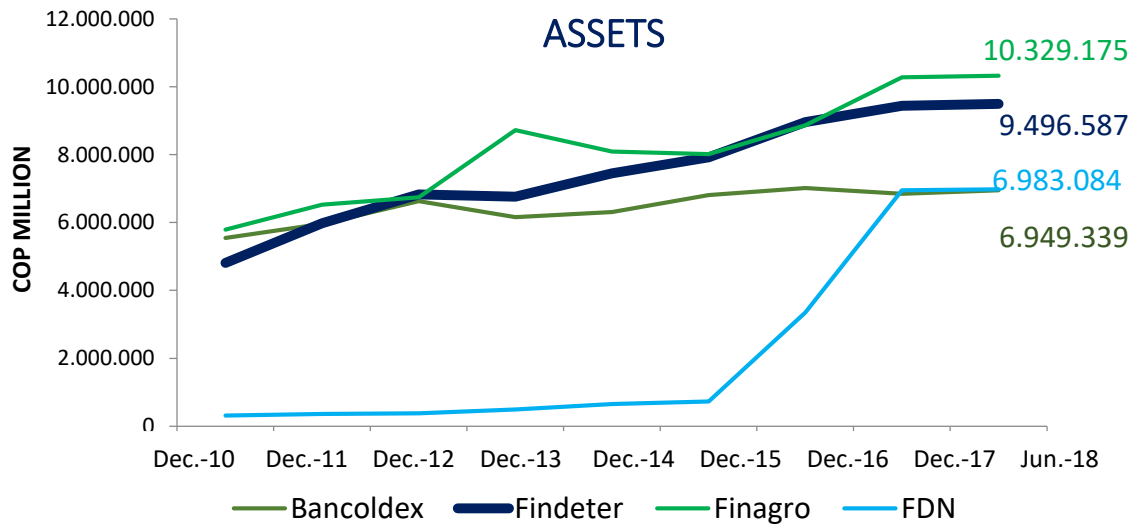
1. Financial Management
2. Commercial Management
3. Sustainable Bond Issue



FINANCIAL MANAGEMENT



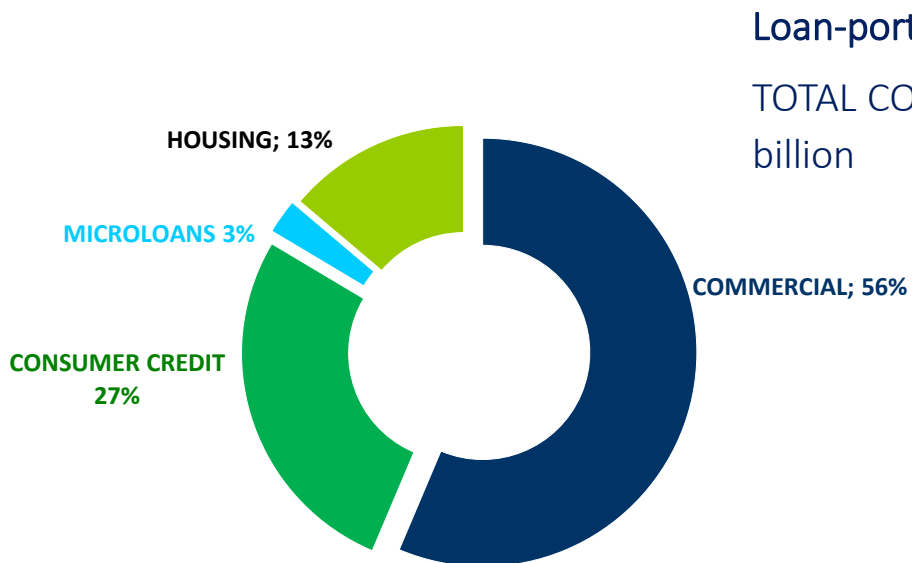
STRUCTURE OF COLOMBIAN DEVELOPMENT BANKS



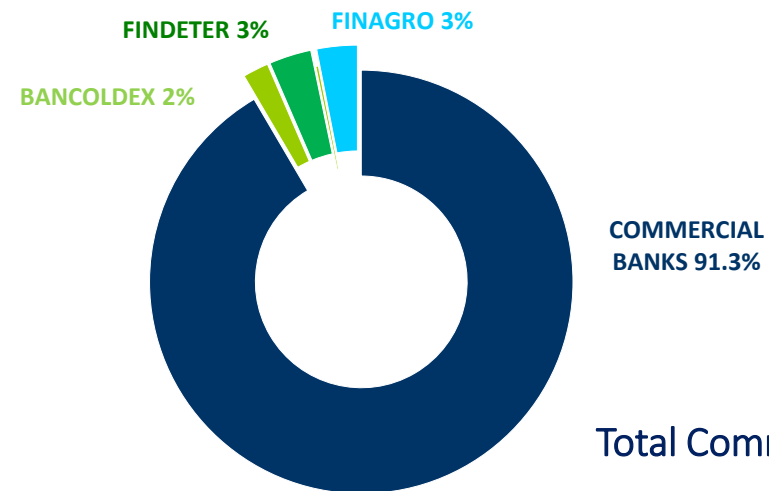
STRUCTURE OF COLOMBIAN DEVELOPMENT BANKS

FINANCIAL SYSTEM PORTFOLIO

SYSTEM'S LOAN PORTFOLIO

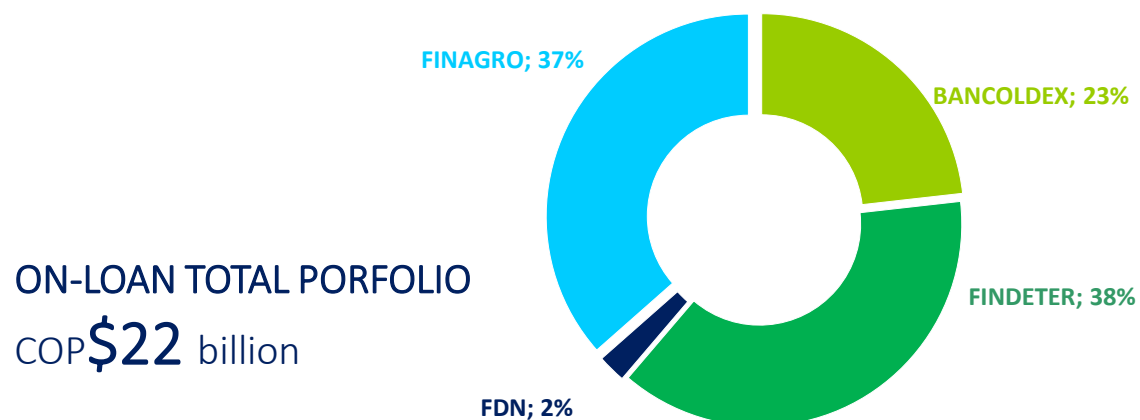


COMMERCIAL PORTFOLIO



Total Commercial loan portfolio COP **\$243** billions

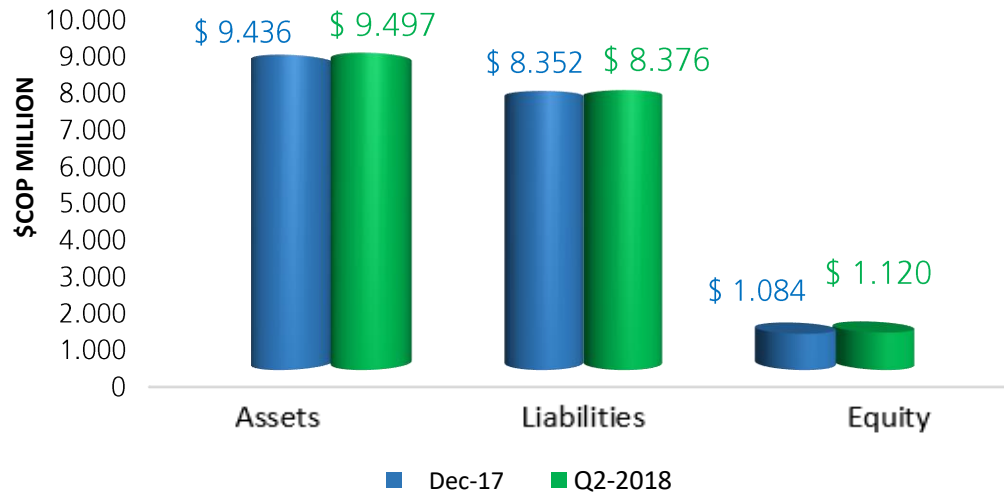
ON-LOAN PORTFOLIO



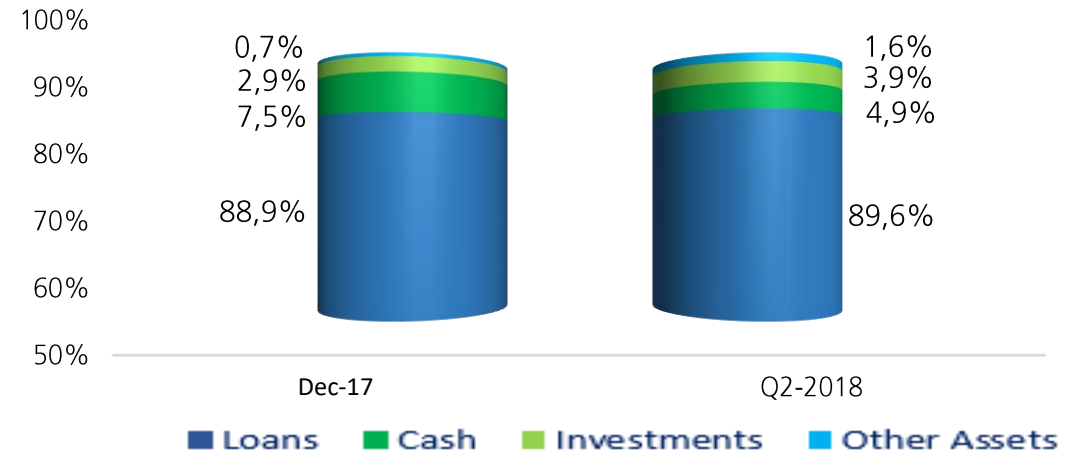
FINDETER, accounts **38%** of the on-loan portfolio

FINDER'S FINANCIAL RESULTS

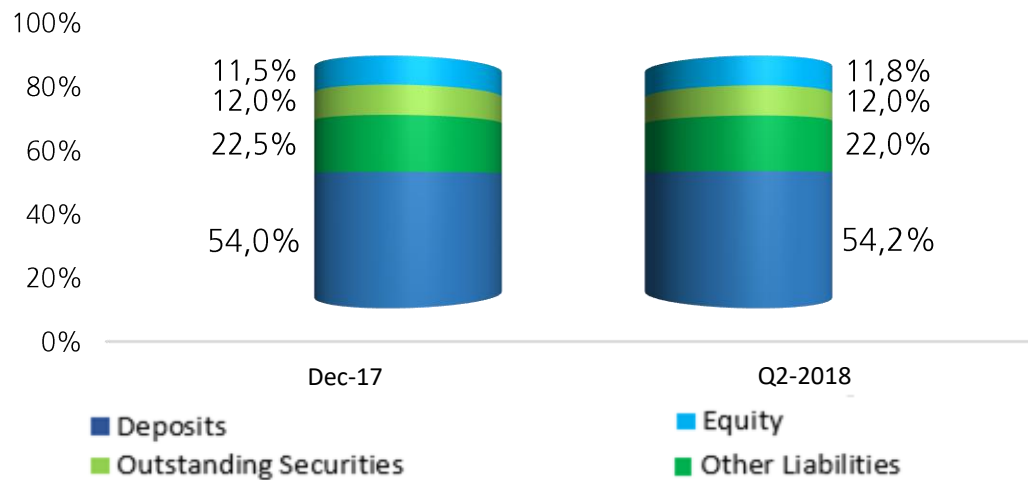
Balance Sheet



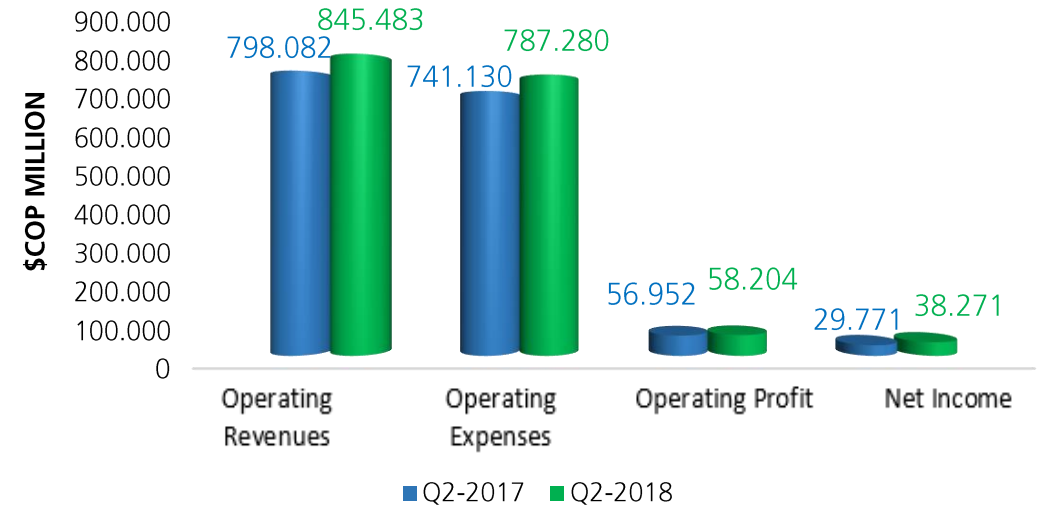
Assets



Equity



Income Statements

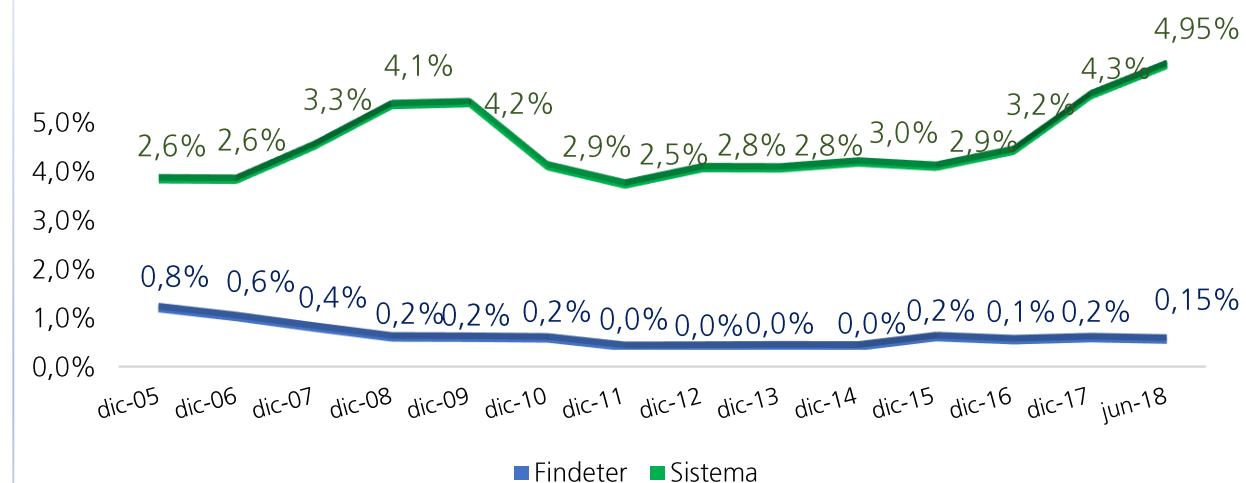


FINANCIAL RATIOS

FINANCIAL RATIOS

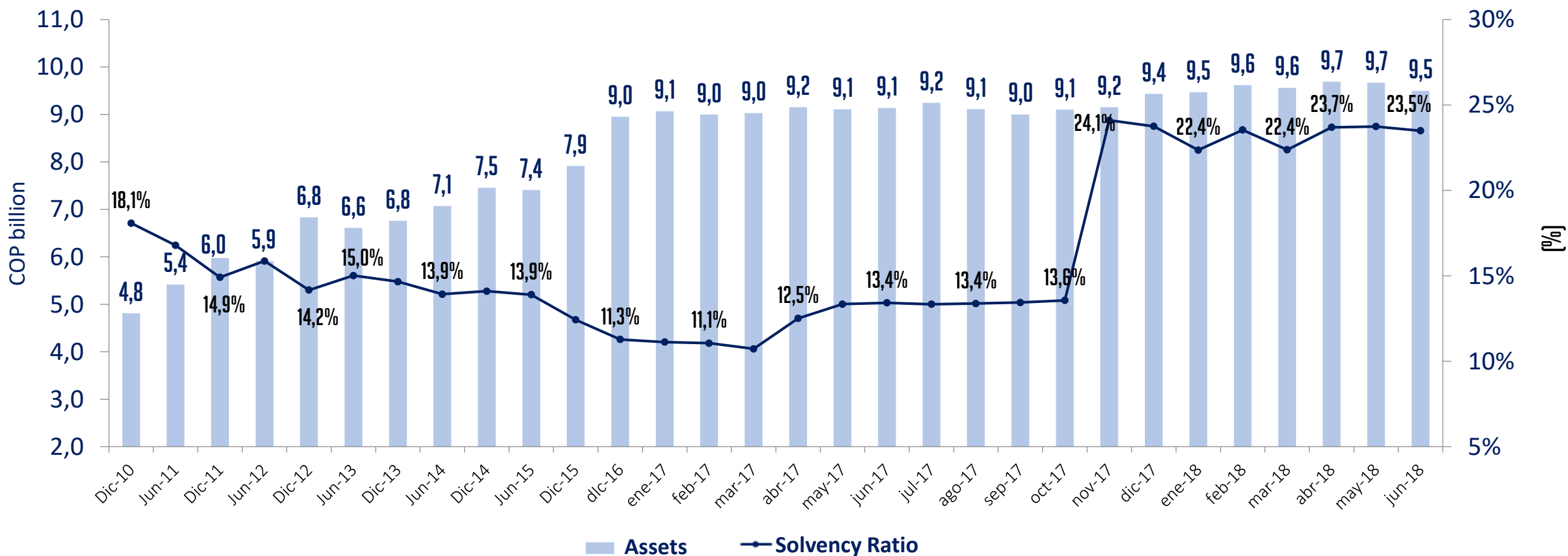
RATIO	Jun-17	Jun-18
RETURN		
NET PROFIT/EQUITY	5.6%	6.83%
NET PROFIT/ASSETS	0.65%	0.81%
EFFICIENCY		
OPERATING EXPENSES / TOTAL ASSETS	16.23%	16.58%
OPERATING EXPENSES / OPERATING REVENUE	92.9%	93.1%
CAPITAL ADEQUACY		
BASIC SOLVENCY RATIO	10.76%	19.81%
TOTAL SOLVENCY RATIO	13.42%	23.49%
OTHER RATIOS		
PORTFOLIO QUALITY (NPLs / AVERAGE GROSS PORTFOLIO)	0.33%	0.15%
PORTFOLIO COVERAGE	245.03%	581.25%

Portfolio Quality Ratio

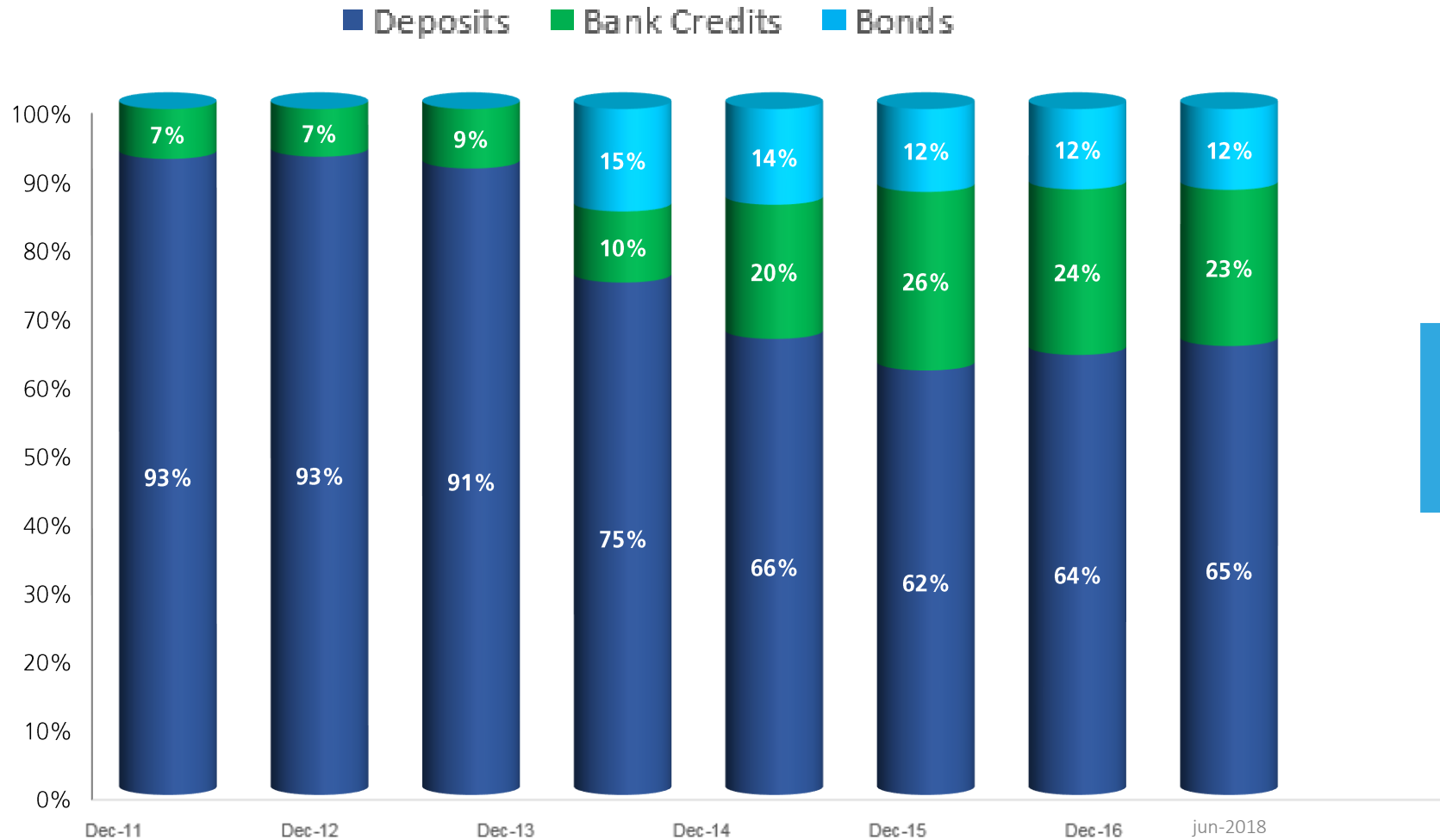


SOLVENCY RATIO

Solvency ratio- vs- Assets



FUNDING



2Q-2018

CDs

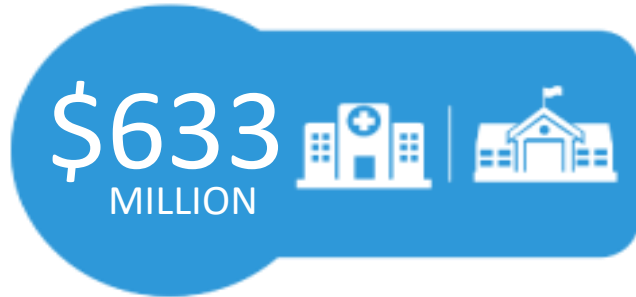
COP\$ 1.34
billion

COMMERCIAL MANAGEMENT

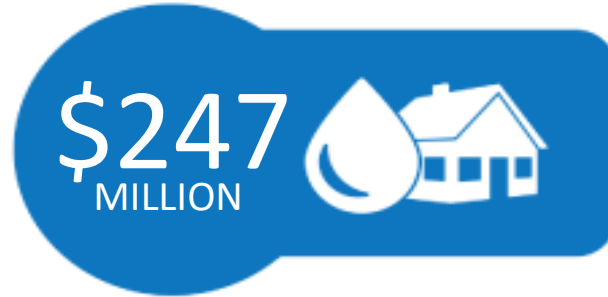


DISBURSMENTS 2018

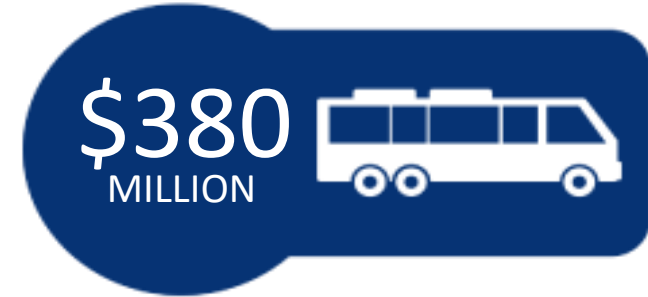
JANUARY - JUNE 2018



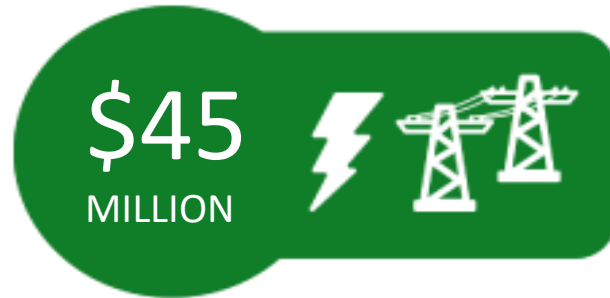
HEALTH AND EDUCATION



HOUSING, WATER AND SEWERAGE



INFRASTRUCTURE AND
TRANSPORTATION



ENERGY



OTHERS

ANNUAL GOAL
EXECUTION TO
JUNE 30TH, 2018:

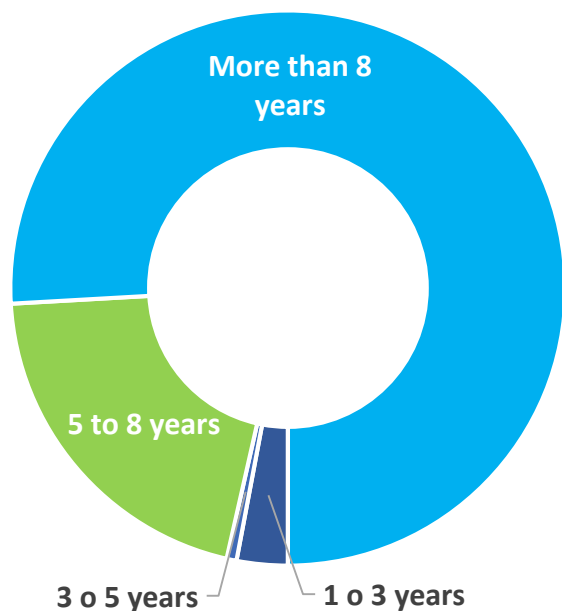
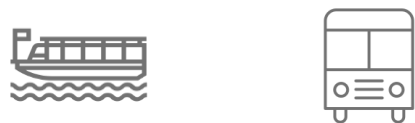
71%

TOTAL JAN-JUN 2018:

\$1,35 BILLION

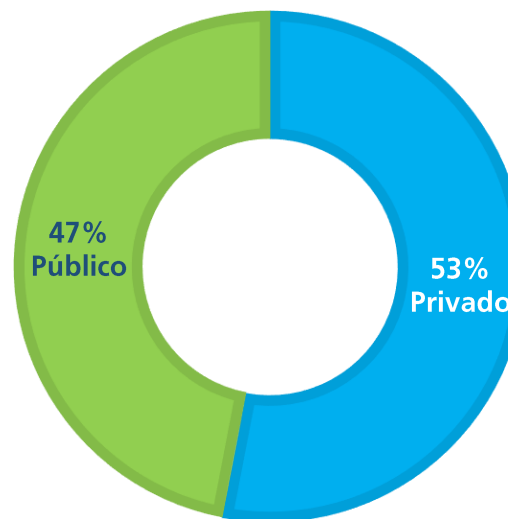
ON-LOANS DISBURSMENTS

INTERMEDIARIES, BENEFICIARIES AND MATURITIES

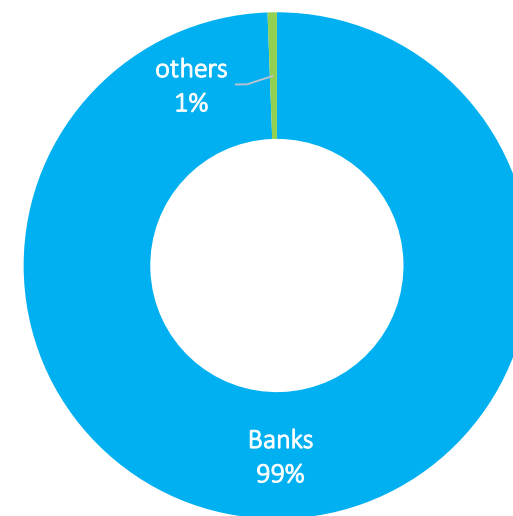


96% are long term maturities

53% of our beneficiaries are private companies

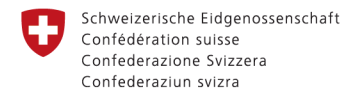


99% of our debtors are banks






FIRST ISSUE OF SUSTAINABLE BONDS IN COLOMBIA



Embajada de Suiza en Colombia
Cooperación Económica y Desarrollo (SECO)

FIRST ISSUE OF SUSTAINABLE BONDS IN COLOMBIA



 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Embajada de Suiza en Colombia
Cooperación Económica y Desarrollo (SECO)

For this issuance, FINDETER received support from the IDB through a technical assistance program financed by the Embassy of Switzerland in Colombia, Economic Cooperation and Development, (SECO).

INTERNATIONAL STANDARDS



50 years of Experience



A membership association
540 members located in
over **60 countries**.



The mission of ICMA is to **promote** resilient well-functioning international and globally coherent cross-border **debt securities markets**, which are essential to fund **sustainable economic growth and development**.



Designed to increase the allocation of capital to projects that generate a positive impact in the following sectors:

- Renewable Energy
- Energy Efficiency
- Pollution prevention and control
- Sustainable water and wastewater management
- Clean transportation
- Climate change adaptation
- Green buildings

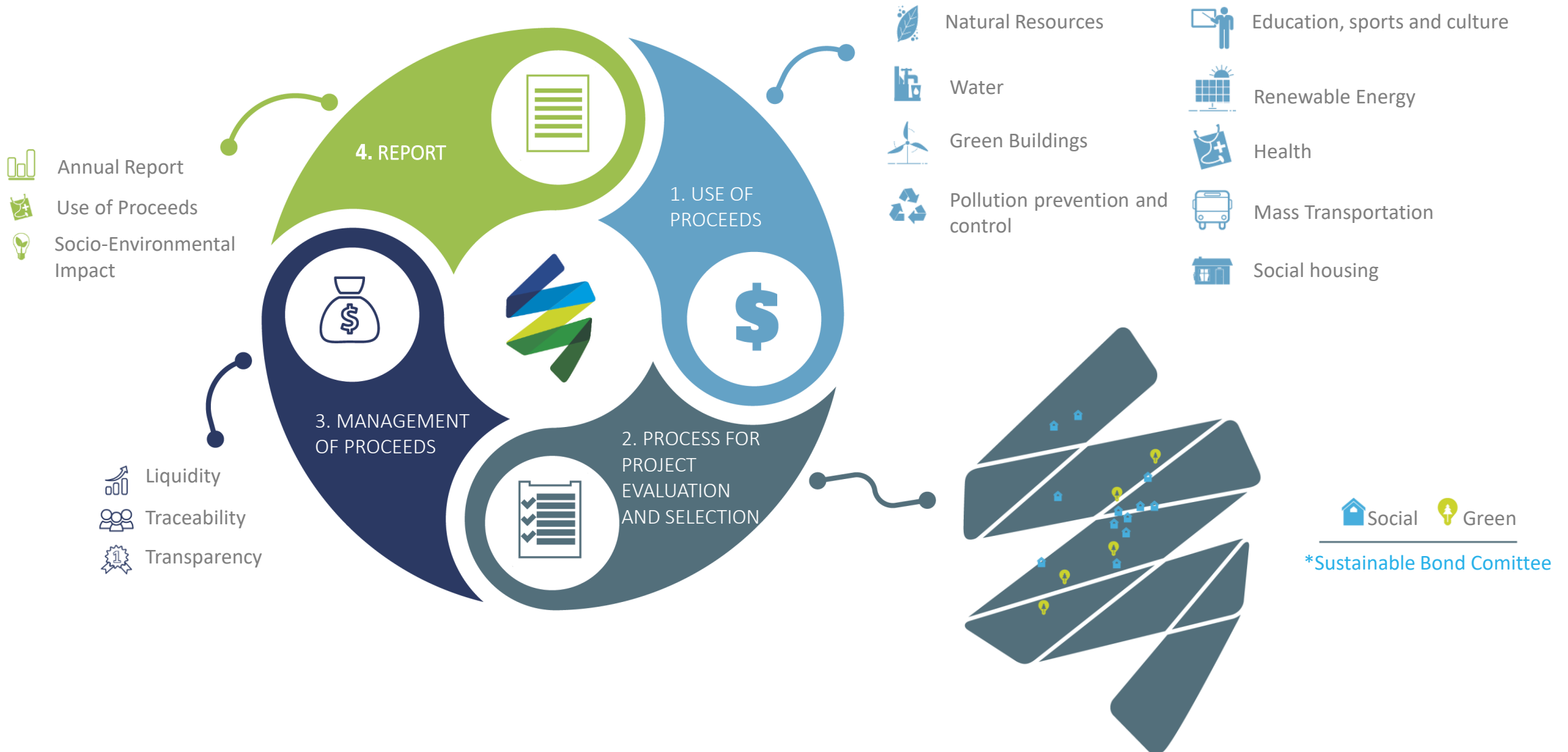
- Access to Essential Services:**
- Health
 - Education
 - Healthcare

- Affordable basic infrastructure:**
- Water
 - Sewerage
 - Transportation

Sustainability Bonds are bonds where the proceeds will be exclusively applied to finance or re-finance a **Green** or **Social Projects** or a **combination of both**

FRAMEWORK

GREEN AND SOCIAL BONDS PRINCIPLES FOUR CORE COMPONENTS



SUSTAINABILITY IMPACT



“Vigeo Eiris expresses its **highest level of guarantee on the commitments of FINDETER as Issuer and the contribution of the bond to Sustainability**”



- ENVIRONMENTAL
- SOCIAL
- GOVERNANCE



ISSUANCE INFORMATION



Type of Bond	Senior Note "Sustainable"
Amount	Up to COP \$400,000 million
Credit Rating	AAA by BRC-S&P
Minimum Investment	Ten Sustainable Bonds COP \$10,000,000
Payment of Capital	To maturity
Maturity	5, 7 o 10 years *(to be determined)
Reference Rate	IPC, IBR, Tasa Fija *(to be determined)
Coupon Frequency	Monthly or Trimestral *(to be determined)
Registration	National Registry for Securities and Issuers- <i>Registro Nacional de Valores y Emisores (RNVE)</i>
Market Issuance	Domestic
Type of Auction	Dutch Auction- Colombian Stock Exchange

Credit Rating Agency



Bondholders Legal Representative



Listed



Issuance Manager



Legal Advisors



Issued under IR recognition



The Sustainable bonds issue is currently under process of approval by the Financial Superintendence of Colombia (ii) the presentation and the preliminary public-offer prospectus do not constitute a binding public offering, therefore, both the presentation and the preliminary prospectus can be modified or corrected, and (iii) negotiations can not be conducted until the public offering is authorized and officially communicated to its recipients.

Underwriters



Disclosure, Forward Looking Statements and IFRS. The information in this report should not be construed as advice, recommendation or suggestion by FINDETER for making investment decisions or making any transactions or business. The use of the information provided is the sole responsibility of the user. All forward-looking statements, whether made in this release or in future filings or press releases or orally, address matters that involve risks and uncertainties; consequently, there are or will be factors, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptances of new products or services by our targeted customers, changes in business strategy and other various factors that could cause actual results to differ materially from those indicated in such statements. We do not intend, and do not assume any obligation, to update these figures or the forward-looking statements.

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TOGETHER WE MAKE IT POSSIBLE



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